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INTERNATIONAL NEWS • PEOPLE • PRODUCTS

September/October 2009

New logport terminal for Duisport

A brand new combined transport terminal specialising in chemical logistics is to open at Duisport, Duisburg, Germany. The terminal is being constructed by DKT - Duisburg Kombiterminal - a project company newly established by Bertschi Group, of Switzerland. Situated at the Logport sector of Duisport, the facility will be equipped with a 65m span gantry crane and will feature six 470m rail tracks, two truck lanes and eight container storage lanes. Barge service will be across the neighbouring DIT site.

DKT will invest a total of €15m into the terminal which will have a capacity of 120,000TEU. With a crane-served container storage capacity of 1,800TEU DKT is claiming the facility will be ideal for containerised storage strategies when just-in-time delivery is a consideration.

The new terminal will go into operation in mid-December 2009 and will handle cargo for any customer and operator. DKT plans to use adjacent land for added value logistics for the chemical industry. Project manager Thomas Schnider explained: "DKT will be the first logistics hub for chemical distribution in Europe's largest inland port. The excellent integration of the port in the European railway and waterway systems makes Duisburg a perfect central location for Europe-wide storage and distribution systems."

"The Duisburg Kombiterminal DKT will generate new cargo flows for the Port of Duisburg and is a crucial strategic element in the overall concept we have developed for Logport," added Duisburger Hafen AG CEO Erich Staake. "Bertschi has for many years been an important partner of the Duisport Group. It is good to know that yet another operator has recognised the quality of Duisburg as a location for the logistics industry."

With 42 facilities in 22 nations Bertschi is one of the largest companies in the European chemical logistics market. The company employs a staff of 1,700 and provides integrated intermodal logistics solutions. Bertschi operates its own fleet of 1,150 trucks and 13,000 tank and silo containers and company-owned container terminals at 12 locations across Europe.

DKT will be the first logistics hub for chemical distribution in Europe's largest inland port

• Bertschi AG has now successfully passed audits by SGS according to the ISO 22000 (Food) as well as GMP+ B4.1 (Feed) standard. The certificates relate to the following products and process steps or services: National and international transport (via road, rail, sea) of liquids, powders and granules as well as of packed goods; Inside cleaning of bulks for liquid products as well as for powders and granules; Maintenance and repair of company-owned and third-party transport equipment; Providing logistics services related to project management, project consultancy and information technology.

"This certification related to the food and feed industry is a very important milestone being achieved. The separate processes established besides the bulk chemicals will help to improve and to safeguard product quality and safety throughout the entire food and feed supply chain", says Kurt Mueller, head of the newly established Food and Feed Logistics Team.

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Published 6 times a year.

Suttons drums up new business

Suttons Group has broadened the range of services available to its customers with the successful implementation of a chemical drumming facility at its St Helens site.

The new facility, developed with an investment of £1.5m, to provide drumming, warehousing and despatch services for Ineos Chlor Vinyls, will handle around 90,000 tonnes of products using the latest drum filling and handling technology to provide a safe and effective operation.

As with all Suttons and Ineos operations, safety is of paramount importance and the installation uses the latest drum handling technology to reduce manual handling risks. Safety is further enhanced using dedicated extraction systems and enclosed automatic and semi-automatic drum filling operations.

The installation has an empty drum storage magazine capable of simultaneously handling six different drum types and a total capacity of 1,584 drums. Two fully automatic drum filling machines are installed, each capable of filling 60 drums an hour, with an additional pallet filler capable of filling different size drums and IIBCs.


The drumming plant


Suttons' new automated filling machine

The Suttons operation currently handles five different product streams, which are delivered into the plant by dedicated Suttons road tankers. The majority of drums are exported to Ineos customers in Asia and the Americas. Filled drums can either be loaded directly into containers or diverted to an automatic palletiser for storage and subsequent despatch.

The operation has been designed to provide a 'just in time' service to Ineos Chlor, minimising the need to hold large stocks whilst ensuring the high quality of the finished product.

Commenting, Suttons Group managing director Andrew Palmer said: "The combination of Suttons investment, drumming operation expertise and our excellent relationship with Ineos Chlor has delivered a successful, high quality, safe and effective operation. In addition, we are now looking at developing our drumming activities in other international markets, specifically Asia".

Schmidt and Imperial expand polymer handling

Karl Schmidt Spedition and Imperial Logistics International are jointly pushing ahead with plans to extend and further develop infrastructure for transloading and distribution of plastic granules at the Rhein-Ruhr Terminal in Duisburg. Both companies are aiming to provide a cost-efficient and competitive hinterland hub for warehousing and transhipment of plastics on behalf of their respective customers.

The project, first announced in May at this


This dry bulk container tipping frame at Schmidt's Cologne-Niehl distribution centre is capable of loading railcars as well as road tankers. A similar installation is currently being built at Duisburg's Rhein-Ruhr Terminal

Continued on page 14

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ECTA Responsible Care Scheme launched

A key commitment of transport companies participating in the Responsible Care scheme recently launched by the European Chemical Transport Association is: "Zero Accident" achievement

At the Cefic Responsible Care Conference in Manchester on 23 October 2008, the President of the European Chemical Transport Association (ECTA) Antonio Montero signed an agreement with Alain Perroy, Director General of Cefic, by which ECTA will implement the Responsible Care principles into the European land transport industry.

Those ECTA members which commit to the Responsible Care principles and continuous improvement - and which ensure key performance indicators reporting as requested by Cefic (=KPI reporting) – can now carry the Responsible Care logo, the sign of recognition by the chemical industry in Europe of their contribution to a sustainable supply chain.

ECTA's Responsible Care scheme illustrates the importance for land transport service providers who are ECTA members to integrate the same priorities as their stakeholders. The vision of the transport industry – a vision shared by shippers - is striving for "zero accident" achievement.

European land transport companies who are members of ECTA can join as a Responsible Care (RC) partner. The RC implementation starts with a top-down roll-out in the transport company. The CEO himself commits to the principles under responsible care as is done within the chemical industry. (See Declaration in Panel 1).

The CEO of the ECTA RC Company appoints a RC coordinator per company which ensures the ECTA Secretariat has a single information contact within the RC Company who is also responsible for communication of KPI's.

The implementation process of the European Responsible Care Scheme for transport companies is directly linked to SQAS, the Safety, Quality and Security Assessment Scheme created by Cefic to which European Transport Companies submit on a voluntary basis. The ECTA RC scheme uses the existing SQAS reports of its RC member companies as a self assessment tool to support continuous improvement of health, safety, security and environmental impact of European land transport of chemical goods.

ECTA President Antonio Montero and Alain Perroy, Director General of Cefic sign the Responsible Care agreement in Manchester on 23 October 2008

ECTA applies its RC Scheme to its member companies in all European countries in the same and transparent manner, based on self assessment combined with objective and externally verified data on safety management and improvement processes as are found in the SQAS reports of these Responsible Care transport companies.

In December 2008, the ECTA Board appointed the RC Steering Group which meets on a regular basis to discuss the implementation path for RC in the European transport industry and to make proposals in this connection to the ECTA Board.

ECTA drafted its 2009 Annual Plan under Responsible Care. This plan installs the RC scheme in the European chemical transport industry with appropriate governance and verification and ensures that best practices will be shared on risk management and on driver training, keeping expertise in the sector.

A special ECTA Board meeting took place in January 2009 to prepare the launch of the ECTA RC Scheme at the ECTA Conference in February 2009 and to install the RC introductory verification and review of RC candidates as proposed by the RC Steering Team.

Panel 1

Text of the Responsible Care Commitment by the CEO of transport company joining RC

I hereby declare my support to the ECTA Responsible Care Core Principles to:

1. Continuously improve the environmental, health and safety performance of our transport operations of chemical goods so as to avoid harm to people and the environment.

2. Ensure that proper care is taken to protect the safety and health of all people involved in our chemical transport operations.

3. Minimize the environmental impact of our transport activities

4. Use resources and fuel efficiently and minimize waste.

5. Take adequate measures to ensure the security of our operations.

6. Collect data and report openly on our performance, achievements and shortcomings.

7. Listen, engage and work with people to understand and address their concerns and expectations.

8. Cooperate with governments, international institutions, organizations and authorities in the development and implementation of effective regulations and standards to improve transport safety.

9. Encourage the responsible management of all those who are involved in providing a service to us, in particular transport sub-contractors and cleaning stations.

And I fully commit to the ECTA Responsible Care Program to:

- continuously improve the environmental, health and safety performance of my company;
- advance sustainable development;
- champion and facilitate the appropriate extension of Responsible Care across the business value chain;
- address stakeholder expectations in the continuing development of Responsible Care.

GLOBAL CHARTER SIGNED BY ECTA:

1. Adopt global responsible care core principles;
2. Implement the eight fundamental features of all responsible care programmes;
3. Commit to advancing sustainable development;
4. Continuously improve and report performance;
5. Enhance the management of chemical products worldwide-product stewardship;
6. Champion and facilitate the extension of responsible care along the chemical industry's value chain;
7. Actively support national and global responsible care governance processes;
8. Address stakeholder expectations about chemical industry activities and products;
9. Provide appropriate resources to effectively implement responsible care.

The ECTA Conference took place in Barcelona on 13 February 2009 to mark the 10th anniversary of ECTA. On this occasion, the ECTA Board signed the declaration of support to the responsible care global charter of ICCA (see Panel 2)

At the Conference, the summary of the ECTA RC scheme was explained by Rose-Marie Pype of ECTA. Jos Verlinden, Logistics Director of Cefic, exhorted the audience to use the possibilities of the external assessment scheme SQAS to the fullest. Andreas Zink, Vice President of ECTA, explained a case of how a transport company commits to Responsible Care in practice. Bernhard Their, Cefic RC Manager, provided also further insights in the Responsible Care management by Cefic of other RC schemes in the chemical industry in Europe.

Further information on RC was provided through examples of RC management in Spain and in the USA, as well as in FECC, the European Chemical Distribution industry. Cathy Demeestere, ECTA Secretary-General, underlined the importance of partnerships between the chemical producers and their service providers in order to implement RC in practice and to contribute to sustainable supply chains in Europe.

Continuous Improvement

The ECTA member companies who apply for RC partnership give the ECTA Secretariat access to all their SQAS reports. The Secretariat verifies whether the entry conditions are fulfilled and coordinates the signing of the CEO commitment and the agreement with ECTA on the RC Scheme. The ECTA member companies who enter the RC scheme agree to provide their annual improvement plans to the ECTA Secretariat.

These annual improvement plans are to be evaluated by self assessment when being updated the following year. Certain improvements will also be confirmed by external assessment evolutions in SQAS.

The RC Steering Team has established a guideline on the preparation of an improvement plan which was approved by the ECTA Board in its meeting of June 2009 upon which the ECTA Secretariat finalized the Responsible Care implementation guide and mailed this implementation guide to all ECTA member companies and their RC Coordinators, together with a hard copy of the Report of Barcelona Conference on Responsible Care.

The second half of 2009 is being devoted to optimizing the reporting by the RC companies of the KPI's requested in the RC agreement signed with Cefic. ECTA is investing in a new website and database management allowing its RC members to report their information.

Emergency response management by the RC transport companies is facilitated by the fact that the RC companies agree to share their emergency telephone numbers amongst RC Coordinators, thus encouraging voluntary arrangements between RC companies in this area.

Continued on next page

Managers of ECTA Board Member companies and Cefic Responsible Care dignitaries present at the signing the Responsible Care agreement. Left to right: A. Marenzana, Marenzana SpA; A. Baird, Group Suttons; A. Zink, LKW Walter Internationale Transportorganisation AG; R-M Pype, Logistics Manager ECTA; Jos Verlinden, Cefic Director Logistics; A. Montero, Pañalon and ECTA President; A. Perroy, Cefic Director General; B. Thiers, Cefic Responsible Care Manager; J-P Peres, Cefic Responsible Care Chairman; D. Verbist, Cefic Communication Director; M. Houtermans, Sabic Director and representative of EPCA in the ECTA Board

ECTA has launched a Responsible Care programme dedicated to the European chemical transport sector

On-going Working Groups and ECTA Activities

• New ECTA-Cefic Guidelines

1.The ECTA-Cefic Guidelines for standardized coding of transport events (ECTA codes)

The codes reflect the first cause of any "event" occurring during transport which needs to be reported to the shipper. The revised guidelines are based on business-to-business connectivity between the chemical shipper and the transport service provider and these ECTA codes are designed to be incorporated in the automated reporting lines exchanged.

2.The ECTA-Cefic Guidelines for equipment for the transport of dry bulk cargo, to be discharged by tipping were published in April 2009 containing general specifications of tipping silo road tankers and pressurized silo/box containers and unpressurized dry bulk box containers and tipping chassis.

• Cefic Issue Team Weights and Dimensions:

Three ECTA member companies, Hoyer GmbH, Bertschi AG and Transport Gheys NV, have contributed to the elaboration of the Cefic position paper on increased weight for transport during several meetings of the Cefic Issue Team on Weights and Dimensions held in 2008.

On July 10th 2008 ECTA participated to the EU Commission DG TREN's stakeholders meeting on weights and dimensions and ECTA also attended the Workshop on Weights and Dimensions, including the gigaliner issue, organized by the EU Commission on June 24th 2009 in Brussels.

ECTA insists on a harmonized Euro wide approach of weights and dimensions under co-modal optimalized conditions.

• Cefic Issue Team on "Reducing the time spent by drivers at loading and unloading sites and on improving their treatment".

ECTA representation was ensured by ECTA member companies Bertschi AG, LKW Walter Internationale Transportorganisation AG , Hoyer GmbH and Pañalon SA during the years 2008 and 2009. The objective of this issue team is to edit a text with concrete examples that can be promoted as best practices and suggesting a number of actions.

• ECTA-Cefic Load securing working group

Over the last two years the load securing calculation contained in the EN norm of lashings was placed under review by CEN and ECTA worked closely with Cefic on this effort. ECTA also financially contributed to the elaboration by Mariterm, the Swedish experts in load securing, of alternative proposals to the calculation of load securing. At these meeting of the CEN group ECTA was represented by Andreas Zink, Director of LKW Walter International and Vice President of ECTA, and by Bart van Rens, Manager at Ewals Cargo Care who also was acting representative for the Dutch standards office.

• Cefic issue team on equipment for liquid bulk

A text was prepared on different loading and unloading schemes of liquids by a working group. Transport companies Den Hartogh Liquid Logistics and Wauters TankTransport were joined by ECTA representatives from Bertschi AG and Suttons Group and the team finalized a text which will soon be published.

Chemion – for product made in China

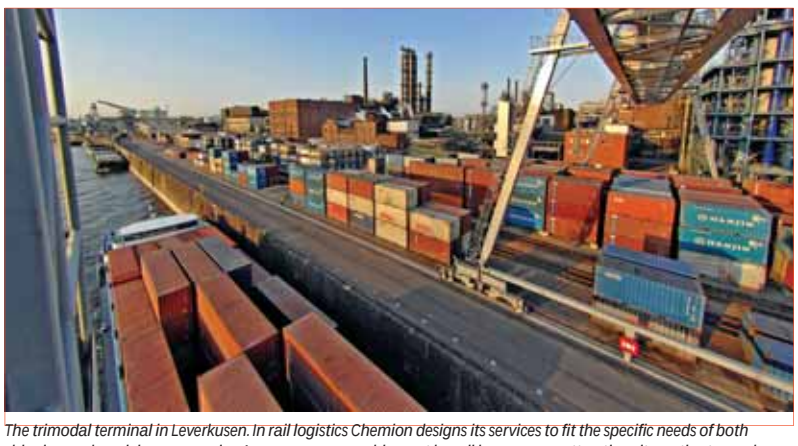
Since its spin-off from the Bayer group in 2001 Chemion Logistic has provided customers with tailored logistics solutions as a third party logistics provider

As a service provider Chemion covers the full range of logistics services but is, of course, a specialist in hazardous goods handling. In the past year, Chemion has carefully developed relationships with companies in China. Ralf Thiesen, head of marketing and distribution, explained that last year the company exhibited at the Transport Logistic China event. At the sister event in Munich, in May this year, Thiesen described how that side of the business had evolved.

"Particularly because Chemion has many years of experience in the fields of hazardous goods handling and location-related logistics we can be an interesting partner for companies in China and were therefore looking for contacts with local companies. If these companies import into the EU they need service providers which support them over here. We can provide this support, which ranges from planning of the importation to the arrival of the goods and to services which can offer added value afterwards."

Thiesen added that there are special requirements for Chinese and other importers into Europe. Many importers may be globally active as medium-sized companies; however often they do not maintain their own branches in Europe, and this applies not just to companies from China, but also from other regions such as the USA. "The shipment of partial loads is extremely expensive," he said. "Nevertheless, companies decide that even with small ordered quantities from Europe they will still send complete containers. When those containers then arrive in European ports importers have, to date, been dependent on the availability of warehouse capacity in the relevant port. The handling of goods there is subject to standardised processes which hardly offer any space for individual services. With our range of services we can offer considerably more flexibility and additional benefits. We can, for example, take over incoming containers in Rotterdam, place these in interim storage, picking and delivering partial quantities to chemical industry customers 'just-in-time'." It is also possible to mix goods and fill quantities as requested before onward despatch to customers of the companies importing from China."

Besides the stated services – collection of goods, interim storage, picking and transport – Chemion can also assume responsibility for the import processing and paper documentation. However, the demand goes even further. The company wants to develop 'holistic' concepts for customers and offer importers professional handling along the supply chain. For this reason, Chemion has formed a complete package together with its partner Ebbecke Process Technology. "We offer a comprehensive service from the acceptance of the containers in European ports to the interim storage and filling of product to the logistics processing. Ebbecke is a specialist in the field of the processing of pouring goods, such as granulates and substances in powder form, so that we also jointly offer processing services besides a more reasonably-priced pool solution with transport and storage," adds Thiesen.



The trimodal terminal in Leverkusen. In rail logistics Chemion designs its services to fit the specific needs of both shipping and receiving companies. As a consequence, shipment by rail becomes an attractive alternative to road transport.

To the extent that such additional processing services are useful or necessary, Thiesen pouts out that in the past few years the requirements from manufacturers of free-flowing and dust-form products have consistently increased due to more and more individual customer wishes. "Services, such as filling or refilling, mixing, sifting or drying of products and also quality controls, are often required particularly if the substances were purchased internationally and have been on long journeys by sea," he says.

"These services, however, cannot be provided by importers and should best be carried out near the target market, therefore in the hinterland of the ports. Qualified transport of granulates and powder-form substances, and transhipment and warehousing services at efficient logistics locations, are necessary in order for the processes to be consolidated there, goods mixed up or partial quantities filled. This process-based clustering represents a major value advantage for producers. Moreover, the combined offer of logistics services and various services from the field of processing of pouring goods reduces the co-ordination work and therefore the required time of the customer so he can cater for his customer's wishes more flexibly."

Following the visit to Transport Logistic China, Thiesen says Chemion brought back several concrete service inquiries and is conducting intensive talks with these companies.

Despite the general economic crisis Chemion assumes that China will continue to remain interesting as a procurement market. "We share the opinion of numerous economic experts here that the economy will grow again in the medium-term. The interest of importers and logistics service providers from China in having reliable partners remains unchanged at the moment. For these companies co-operation with logistics providers which do not belong to the group of 'global players', and for this reason in particular can offer a customer-oriented service to small and medium-sized companies, is an important part of their business development in Europe."

The co-operation between Ebbecke Verfahrenstechnik and Chemion Logistik has enabled the two companies to combine their expertise to offer professional handling of granules and powdery materials along the supply chain to chemical companies. This co-operation allows the customer to benefit from cost-efficient pool solutions in the fields of transport, warehousing and processing services as well as from reduced

Ralf Thiesen: companies importing into the EU need service providers which support them in doing business over here

coordination expenses and increased flexibility.

"The combination of Chemion's expertise in dangerous goods logistics with our know-how in the processing of bulk materials provides companies with a comprehensive service from a single source for their powdery and free-flowing goods," explains Axel Ebbecke, managing partner of Ebbecke Verfahrenstechnik GmbH & Co KG. "Together we can cover the entire supply chain and provide companies in the chemical and allied industries, as well as in the pharmaceutical industry, with a professional handling of goods from A to Z." With this objective in mind Ebbecke and Chemion joined forces and developed a business plan taking into account the requirements for efficient transport, safe storage and professional processing of bulk materials.

The trend observed during the past few years clearly shows Germany-based producers increasingly buying raw materials and finished goods on the international market in order to be able to supply regional markets with their products. At the same time the requirements to be met by manufacturers of free-flowing and powdery products have steadily increased due to ever more specialised customer wishes. Services like filling or decanting, mixing, sieving or drying of products as well as quality checks are often requested. The services may, however, be best performed close to the target market allowing the concentration of professional transports, handling and storage services of granules and powders at efficient logistics facilities as well as the consolidation of processes. Such process-related clustering provides the producers with a significant advantage in value. According to Thiesen, this is exactly where the co-operation two partners comes into play.

www.ebbecke-verfahrenstechnik.de
www.chemion.com

Continued from previous page

In June 2009, the Cefic SQAS Executive Committee granted ECTA direct access to relevant RC companies' SQAS reports in the Cefic SQAS database. This facilitates the transmission of SQAS information by RC Companies to the ECTA Secretariat and shows the strong support of the chemical industry towards a successful and solid ECTA RC Scheme.

The Cefic-ECTA Responsible Care Platform was created in May 2009. This Platform constitutes the high level dialogue between ECTA and Cefic on the future evolutions of the RC Scheme. The participants of the Platform are from Cefic: the Responsible Care Director and Manager and the Cefic Logistics Director and from ECTA: the ECTA President, the Secretary General and a member of the ECTA RC Steering Team.

ECTA Responsible Care Transport Companies (July 2009)

At the start of the ECTA RC scheme at the Barcelona Meeting, 19 transport companies signed a declaration of commitment as well as a Responsible Care implementation agreement. Two additional companies joined shortly afterwards. The HSE management of these companies is reflected in the 170 SQAS reports of their operational sites situated all over Europe.

ALFRED TALKE LOGISTIC SERVICES GmbH & Co. KG
BAY LOGISTIK GmbH & Co.KG
BERTSCHI AG
CONSAR
DE RIJKE GROUP
DEN HARTOGH LIQUID LOGISTICS B.V.
GCA TRANS
HAANPAA AG
HAESAERTS INTERMODAL N.V.
HOYER GmbH Internationale Fachspedition
INTERBULK GROUP PLC.
KARL SCHMIDT SPEDITION
KUBE & KUBENZ INTERNATIONALE SPEDITIONS- UND LOGISTIKGESELLSCHAFT mbH & Co. KG
LKW WALTER INTERNATIONALE TRANSPORTORGANISATION AG
MARENZANA SpA
NIJHOF-WASSINK B.V.
PAÑALON S.A.
R.M.I. CHEMICAL LOGISTICS B.V.
SUTTONS GROUP
VOS BULK LOGISTICS OSS B.V.
WAUTERS TANKTRANSPORT N.V.

Manifesto for UK rail freight growth

The UK's Rail Freight Group and the Rail Freight Operators Association have launched a manifesto for rail freight growth.

Directed at the political parties who may form a government after next year's general election, the manifesto explains how, with the right political support, rail freight can improve UK competitiveness, and reduce UK carbon emissions.

The manifesto calls on the political parties to:

- Protect the current structure of the railway to give confidence to private sector investors
- Support the Strategic Freight Network and create capacity and capability for rail freight growth
- Encourage an ever more efficient rail industry which is open for business 24/7
- Provide an efficient planning framework for rail freight terminals
- Sustain the current environmental benefit schemes
- Ensure all modes of freight transport contribute to the external costs they cause, and
- Say 'No' to longer and heavier lorries

RFG chairman Tony Berkeley said: "Rail freight has demonstrated its success by a 60% growth in business since privatisation, encouraged by governments. However, in this economic climate where rail freight is the only part of the railway not controlled by government, it is essential that all parties commit to give the political support necessary for rail freight to grow."

www.rfg.org.uk

New tank container orders defy recession

Recent months have seen a spate of new investment in tank containers by some major operators.

Suttons International, the global tank container operating division of Widnes, UK, based Suttons Group, is defying the recession and investing over £3.2m in the current phase of its fleet development programme. An order for two hundred 26,000 litre, baffled tanks was built by Welfit Oddy in South Africa, while a further twenty 24,000 litre, high insulation tanks were built by Nantong Tank, based in Jiangsu in China.

Suttons defies the recession

All of the new tanks were delivered to Suttons in September. Commenting, Suttons International managing director John Sutton said: "While the global economic outlook generally remains uncertain, sustained demand from our existing and new customers has given us the confidence to make this further substantial investment in developing our fleet."

Suttons International operates a fleet of 4,000 bulk liquid and 800 gas containers through its office network which includes New Jersey, Houston, Antwerp, Le Havre, Essen, Kuantan, Singapore, Shanghai and Tokyo.

Concurrently, Welfit Oddy, Buhold Intermodal and Bertschi concluded a contract for the supply of 200 swap containers for 2009 and 2010 and in so doing continue to forge stronger ties and build on the successful partnership created over the past nine years.

The containers comprise of 31,000 litre T-12 pressure vessels in a 7.150mm frame to the standard Bertschi specification, but with added technological enhancements in materials and design.

Through the partnership Welfit Oddy was able to develop a container specifically targeting the needs of Bertschi. The design is such that the daily operational costs can be reduced as much as possible and the expected life of the containers extended.

To do this effectively in practice, great attention was paid to the prevention of handling damage. The tank to frame connection, as well as the insulation and heating system were all optimised so as to provide the most thermally efficient system.

The 31,000 litre container is regarded as the most suitable equipment to transport the majority of the common chemicals within the various European intermodal destinations.

This anti–cyclical purchase decision by Bertschi in a period of recession illustrates the strength of Bertschi as a company, its strategic thinking and confidence to grow the fleet with new and improved containers based on the latest technology during depressed market conditions.


Bertschi: attention was paid to prevention of handling damage

And likewise for Welfit Oddy, Bertschi's decision to award the comnpany the business will serve to reinforce Welfit Oddy's dominant position in terms of it's order book, customer base and product range, given the current difficult trading conditions.

This comes at a time when most other manufacturers are desperate for orders to keep their factories running. The containers will be manufactured with Columbus stainless steel and fitted with Fort Vale valves and manlids. The Transmo depot in Moerdijk will receive the containers from South Africa and do the final pre-delivery inspection and handover.

Welfit Oddy made a strategic decision as early as November 2008 to implement cutbacks in production and headcount and to reorganise production lines and product mix in order to deal with the looming recession.

The reorganisation was completed in April this year and the company is on track to achieve it's goal of building 3,500 new tanks this year.

Netherlands-based operator Den Hartogh Logistics also placed a number of orders for the modernisation and expansion of its tank fleet.

Agreements have been reached with Van Hool in Koningshooikt (Belgium) and again Welfit Oddy for the manufacture of road tankers and tank containers.

Fifty road tanks will be delivered by Van Hool starting from the beginning of 2010. This order is a further progression of the partnership in technical innovation and standardisation of road tankers, which has specific benefits in terms of safety, the environment and network optimisation.

Meanwhile, 200 tank containers will be built by Welfit Oddy during the second half of 2009. Combined the orders represent a total investment of €12m. This expansion of the tank container fleet will further support the development of Den Hartogh Logistics activities outside its European network.

Den Hartogh Logistics' fleet comprises 4,500 units, operated within a European network from centres in Rozenburg and Oss. Recently opened offices in Turkey and Russia will further serve to support the network coverage.

www.suttonsgroup.com
www.bertschi.com
www.denhartogh.com

The expansion of Den Hartoch's tank container fleet support the development its activities outside its European network

Understanding the carbon footprint

The bulk liquids logistics industry is now digesting the evidence presented in Professor Alan Braithwaite's report on the relative environmental impact of different transport equipment

The investigation, commissioned by the International Tank Container Organisation (ITCO), revealed that the tank container leaves a carbon footprint that is almost 50% lower than that of an equivalent drummed shipment on certain long-haul routes.

The study, which was carried out by the Professor Braithwaite's supply chain consultancy group LCP Consulting, concludes that tank containers are the most energy-efficient and environment-friendly way of moving intermediate quantities of bulk liquids between and within continents when the journey involves a sea leg. Tanks have been shown to be much greener than drums and marginally better than flexitanks, another alternative for moving bulk liquids.

In *"Report on the Assessment of the Environmental Impact of Tank Containers Compared with other Handling Methods"*, LCP Consulting employed its own carbon footprinting methodology in the evaluation of the environmental performance of the alternative transport options. Called Carbon-to-Serve, the methodology was developed by LCP in 2008 to overcome gaps that were identified in other carbon emissions assessment tools and to provide a full appraisal of emissions resulting from each link in the supply chain.

The evaluations in the ITCO-sponsored study were based on a representative supply chain between the Shanghai region of China and the Ruhr Valley in Europe and, where appropriate, the return journey. Both the tank container and flexitank considered in the study had capacities of 24,000 litres while the drummed shipment comprised 80 drums of 213 litres each loaded in a 20ft freight container for a total payload of 17,040 litres. In addition to the delivery of the consignment itself, the LCP end-to-end assessment took into account aspects such as the manufacture of the respective container, empty leg transportation, cleaning and waste disposal.

The investigation found that, on the basis of grams of carbon dioxide (CO_2) per round trip litre shipped, the tank container shipment resulted in emissions of 268.9 g/litre, the flexitank 276.9 g/litre and the drummed consignment 502.3 g/litre. "An equivalent and more tangible measure is that the carbon creation for the tank container shipment is about the same as driving two economy class cars from Europe to Shanghai and back," comments Professor Braithwaite in the final report.

There were two objectives for LCP's evaluation: first, to support the industry and its stakeholders by providing a reference point on the emissions status of tank containers: second to provide a comparison and sensitivity analysis against alternative handling media.

Data on each element of the chain have been taken from British government published standards (DEFRA) and crossed checked with other EU sources.

An equivalent and more tangible measure is that the carbon creation for the tank container shipment is about the same as driving two economy class cars from Europe to Shanghai and back

The evaluation provided some powerful insights into the carbon intensity of liquids supply chains; some were unexpected. The key points are:

- The most significant carbon steps in the tank container and bulk bag chains are the loaded ocean legs which account for more than 95% of emissions.
- This applies even though the $C0_2$ / tonne-km for shipping is very much better than for all other modes of freight - weight and distance are the drivers.
- For drums, the emissions generated by the manufacture of the single trip drum account for the majority of the difference with the other handling methods but the drum is also less effective in loading and transportation.
- The manufacture of the flexitank and its disposal are not significant drivers of emissions.

The result is surprisingly insensitive to running the return ocean leg empty and the carbon impacts of the local movements; cleaning, repositioning and disposal. There is a discrepancy of as much as 40% in the published emissions statistics for international shipping from different sources; if companies are to be held accountable for their chain emissions, this gap needs to be narrowed or made more specific to vessel types. Energy efficient liner companies will have a competitive advantage. The results were not entirely what was expected, says Professor Braithwaite in the report. "We had thought before the work that the carbon impacts of making and disposing of the bags would be more significant and that the drums would be less so. The low sensitivity to empty legs was also unexpected and might be challenged with the publishers of the measures used."

In summary, the tank container appears to be the most energy efficient way of moving intermediate quantities of bulk liquid materials between and within continents with a sea leg. It is very much better than drums and marginally better than bulk bags. Operators and shippers should be most concerned going forward with the specific emissions credentials of their carriers, the routings used and the return load balancing; these factors offer major opportunities to contain or reduce emissions.

"For the future, the study carried out on our behalf by Professor Alan Braithwaite and his colleagues at LCP Consulting shows that if the carbon footprint of tank container and other containerised shipments is to be further reduced, the atmospheric emissions generated by container ships themselves will have to be cut," points out Reg Lee, president of ITCO. "While shipping is the most environment-friendly of all the transport modes per tonne-mile of cargo, there is still room for further improvement.

The risk of climate change is now recognised and the science is well established. Governments around the world have committed to reductions in $C0_2$ of 60% or more by 2050. Their challenge is 'how to encourage the right practices through fiscal and other incentives?' For industry, consumers and governments alike the key question is 'how to contribute to the reductions needed?'

Broader international agreement on the risks of climate change is evolving from greater clarity on the impact of a failure to act. As a result, emissions trading and control schemes are being put in place which are effectively a tax on 'emissions-inefficient' operations. They are not yet global measures and, as such processes are devised and settle in, there will be significant regional and national variations. However all initiatives are in line with the Kyoto Protocol; Copenhagen in 2009 can be expected to set tougher targets to wider areas of industry. The message is clear, energy inefficiency and emissions performance will carry penalties in the future that will raise operating costs; relative failure by any business will become a competitive disadvantage.

As a result companies that are concerned about their costs, corporate social responsibility and achieving sustainability will be well advised to understand their 'carbon footprints' and the reduction strategies that are available to them.

As businesses start to formulate their responses to the challenges of climate change and global regulation of emissions, prioritisation of focus and action on changes will be vital to deliver the improvements required. This can only be achieved through transparency, comparison and scenario modelling.

For the tank container industry stakeholders - shippers, owners, operators and the key conclusion is that the tank container and bulk bag are equally effective. Mode selection will depend on operational, safety and network factors among many. "For hazardous material, the tank container is clearly the only secure option."

For shippers who will become accountable (and taxed) on their emissions, the choice of a liner company that can certify superior environmental credentials will be important by as much as 30-40%. For liner companies, green technology and design will clearly be a competitive advantage.

For further information on the *"Report on the Assessment of the Environmental Impact of Tank Containers Compared with other Handling Methods"* contact Willy Freson, Secretary, International Tank Container Organisation (ITCO).
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administrator@itco.be
www.itco.be.

Professor Alan Braithwaite: companies that are concerned about their costs, corporate social responsibility and achieving sustainability will be well advised to understand their 'carbon footprints' and the reduction strategies that are available to them

The key conclusions from the analysis and sensitivity testing are:

- The loaded ocean leg is the dominant factor in the entire chain - the combination of weight with the extended distance more than offset the fact that container shipping is the most carbon efficient of transport modes
- The emissions factors for this leg are the key assumption. As a result, the variation in published data, observed earlier, is a concern
- The use of $gC0_2$ per tonne-km in ocean shipping as a linear factor is probably not accurate. An emptier ship is unlikely to be proportionately less in its carbon emissions; albeit if it is regularly empty it is unlikely to continue to run, making its replacement better loaded
- Return legs when the box or container is empty do not have a significant impact - a change of +/- 10% results in the return leg running full results in a less than 0.5% change in emissions for drums and bulk bags
- This means that the intercontinental repositioning of an empty tank container is not a significant penalty but will make it worse than a bulk bag by 1%
- Drums are penalised by their carbon intensive manufacture for a single trip use; we recognise that they will often be unofficially repurposed but that this will not be with reputable users and can introduce safety and security issues. The disposal of the drum has not been factored into the model
- Increasing round trips from three to four lowers the normalised emissions for the manufacture of the tank containers and dry box containers, resulting in a -0.5% reduction in emissions for drums and bulk bags and 0.2% reduction for tank containers
- Reducing to two round trips has similarly small impact; an increase of -1% for drums and bulk bags, -0.4% for tank containers.

A perfect partnership

Advanced Polymer Coatings (APC), which produces the ChemLine coating system for tank containers, has now been in partnership with Hueni + Co KG for five years.

ChemLine 784 is a high performance polymer coating that is 97% solids with extremely low VOCs. Two coatings are offered by APC; 784-32 for low temperature applications, or 784-31 for high temperature needs. According to Martin Kilroe, APC's european sales manager: "This coating provides a smooth, semi-gloss finish that is easily cleaned and decontaminated. With ChemLine's unique cross-linked density, the coating provides unprecedented resistance, even at elevated temperatures. To date, more than 4,000 chemicals and products have been successfully tested including acids, alkalis, and solvents."

APC and Hueni started their relationship in 2004. According to Peter Hueni: "Our company was looking to complete our portfolio of high performance coatings with a product that could withstand a wide array of hazardous chemicals. ChemLine was the ideal product for this need."

Hueni, based in Friedrichshafen, Germany, offers a full array of services for coating tanks, containers, and apparatus. The company was founded in 1859 and has more than 45 years of experience as a high performance coating applicator for corrosion protection.

Left to right: Advanced Polymer Coatings' Martin Kilroe, European sales manager, David J Keehan, vice president, sales & marketing, and Peter Hueni, president of Hueni + Co KG

Kilroe recalls the early partnership beginning: "When we first worked with Hueni we were suitably impressed with their quality standards. Every quality coating manufacturer needs a quality application partner, so our relationship has naturally grown together serving various chemical markets."

Successful ChemLine applications have included IBCs, ISO tank containers, bulk chemical storage tanks, process reactors, and scrubber columns. When ChemLine coatings are used with Hueni's specialised equipment and experienced application personnel, the results lead to high quality finishes. During application, a red base is used, followed by a grey top coat in order to provide distinction between coats during application. Additional finishes can be provided as anti-static or anti-slip.

Hueni believes that surface preparation is vital and that a successful coating application is based on the cleanliness quality of the surface. Abrasive type, size and geometry are all factors that influence cleanliness and the profile achieved. Hueni has treated a range of substrates including: stainless steel, hasteloy, titanium, aluminium, and carbon steel.

A typical baffled tank container lined by Hueni with the ChemLine coating system from APC

An important component for ChemLine is proper heat curing. Hueni utilises indirect firing of insulated and un-insulated tanks in order to heat-cure effectively. Bifurcated fans, connected to the tanks via flexi-ducting, work in conjunction with the diffusers to ensure overall uniformity of the substrate temperature. Diffusers are fitted to burner inlet jets for effective heat distribution. For temperature measurement, thermocouples are strategically placed in the tank, transmitting temperature readings to a central recording desk. Sophisticated chart recorders plot the temperature data being returned from each thermocouple. A graphical representation of the recorded data is produced to prove the time – temperature correlation in line with quoted specifications.

Quality throughout the application process is closely monitored and data dossiers are provided for customers requiring evidence of compliance.

Peter Hueni states that his company's customers, including many of Europe's major tank container operators, manufacturers and leasing companies now specify ChemLine as the tank lining of choice for all types of aggressive chemical cargos, CPPs, and edible oils.

www.adv-polymer.com

EFC Logistics India has opened commenced a tank container cleaning and servicing station at EFC Container Terminal, Veshvi village in Uran, near JN Port, Mumbai.
A feature of the facility is its advanced effluent treatment plant. EFC Logistics is a multi-faceted service provider actively involved in all areas of shipping and logistics. This service station adds to its existing logistics, offshore, warehousing, container storage and repair business.

Hawaii Tank relocates to Manatee

Hawaii Intermodal Tank Transport recently relocated its headquarters from the California to Florida as it seeks to expand its business. Located at the Port Manatee Commerce Centre just outside of the port gate, Hawaii Tank uses super-insulated tank containers to import and export orange juice through the port.

Hawaii Tank uses tank containers to import and export orange juice for various Florida citrus juice processors at the port. The company plans to move a wide variety of food-grade liquids as the business grows. The heavily-insulated tanks keep liquids cool and can be transported by road, sea or rail. The company started in 2002 hauling milk from California to Hawaii.

Small, but perfectly formed

Acknowledging that ANSI centrifugal pumps often need to be installed in areas where space is at a premium, Griswold Pump Company has developed the 811CC (Close Coupled) ANSI Centrifugal Pump. This pump offers the features and flexibility of standard Griswold 811 ANSI pumps, but with a smaller electrical motor encased in a compact, space-saving footprint that does not compromise quality or performance.

Despite their smaller size, the 811CC pumps use an ANSI-dimensional liquid end, meaning that they can be 'dropped' right in line with existing piping, providing an easy and economical replacement for most ANSI installations. Since the 811CCs use and interchangeable ANSI casing, they can be used on the existing pump and quickly and seamlessly replace a defective power end with the 811CC's back-pullout assembly.

The 811CC ANSI Centrifugal Pumphas a smaller electrical motor encased in a compact, space-saving footprint

The 811CCs also offer a number of economic benefits to the user: lower cost than frame-mounted ANSI pumps; a close-coupled electric motor that eliminates the need for coupling alignment and oil-level monitoring; and greatly reduced maintenance costs. 811CC pumps are customisable with a choice of extra-heavy-duty stocked ductile iron, stainless steel and CD4MCu materials of construction, along with a wide selection of seal options.

Thanks to large wear areas and back pump-out vanes, the impeller on 811CC pumps is also better equipped to handle corrosive and erosive fluids. The impeller is also keyed with an O-ring seal, eliminating the chance of loosening in high temperatures or during reverse rotation. Finally, the 811CC's replaceable shaft sleeve and adapters allow for easy replacement of the mechanical seal and packing.

Griswold has also designed its self-priming centrifugal pumps for use in any job that requires moving water from one place to another, say, for draining barges and tank cars or dewatering mines and underground storage facilities.

Specifically, Griswold's H Series High Head Self-Priming Centrifugal Pumps offer 'unique' options. They are ideally

The H Series pumps are suited for applications where greater flows and higher heads are needed

suited for applications where greater flows and higher heads are needed. These pumps are available in 3hp, 5hp, 7.5cp, 10hp, 15hp and 20hp models with heads to 260ft and flow rates to 325gpm.

www.griswoldpump.com

Pelican once again among the 'Inc 5000'

Tank valve and sealing manufacturer Pelican Worldwide was named for the third consecutive year in Inc magazine's "Inc 5000", putting Pelican in the ranks of the fastest growing private companies in the USA.

The list is a comprehensive look at one of the most important segments of the economy – America's independent-minded entrepreneurs. Inc magazine has served as a benchmark for the most innovative, dynamic, and successful companies in the nation and Pelican earned their recognition.

The 2009 Inc. 5000 serves as a unique report card on the U.S. economy. Despite the ongoing recession, aggregate revenue among the companies on the list actually increased to $214bn, up $29bn from last year, with a median three-year growth rate of 126%.

The Inc 5000 are responsible for creating more than 1m jobs since their founding, making the list perhaps the best example of the impact private, fast-growing companies can have on the economy.

"Pelican arrived at its current position in the Inc 5000 through a dedication to its mission: innovating industry using cutting edge technology and superior customer service to develop a partnership style of business. What often begins as a simple order soon develops into a supply chain solution utilising Pelican's global manufacturing and sourcing abilities," says the company. "This moulds a solid relationship that can only help a business grow.

Editor of Inc, Jane Berentson, added that she "recognizes the creativity, dedication, and hard work that has gone into building Pelican Worldwide what it is today and wishes… many more years of success."

• Pelican Worldwide's Tripe S bottom discharge assembly is now making its entry into the working tank environment. After the debut at the Transport Logistic 2009 Exhibition in Munich, Pelican says pre-orders for the assembly exceeded expectations.

The Triple S bottom outlet valve combination boasts a compact design with a high flow rate equaling short discharge times. The Smartflow Footvalve in combination with the Pelican Butterfly Valve and Low profile Dustcap result in the smallest possible overall dimensions.

The combination is claimed to be made for easy maintenance as the butterfly valve can be disconnected from the assembly as usual. Which means, there is no need to demount the whole foot valve assembly for a small repair, such as, replacement of a spindle gasket in the butterfly valve.

The Triple S increases safety by placing the shaft of the spindle on the release side of the flow. The high quality casting technology contributes to the smooth surfaces inside and out for easy operation and cleaning.

www.pelicanworldwide.com

The Pelican Triple S – "shortest, safest, and smartest" – bottom discharge assembly

Sure Seal sampling valves

Sure Seal, Inc has launched its new SV Series Sampling System Valves. These valves have been designed and manufactured to be a key component in all sampling applications that require the safe and efficient processing, movement, control and storage of liquid materials.

Liquid-handling businesses today sample process fluids in process-piping systems for a variety of reasons, including to assess the quality of the process being measured; to refine or verify process procedures; to capture true, clean and representative samples; to provide operator safety and limit operator exposure; and to reduce fugitive emissions. The SV Series valves meet these requirements, as well as the stricter standards that have been established by regulatory bodies such as the Occupational Safety and Health Administration (OSHA) and Environmental Protection Agency (EPA).

As opposed to primitive spigot-and-bucket testing measures, SV Series Sampling System Valves are safer, cleaner and greener. They feature a direct in-line closed-loop design that has been engineered to collect representative samples direct from the process piping or instrumentation loop without the need for flushing. This design allows for the valves to be installed in both horizontal and vertical piping system. The SV Series system offers open-bottle sampling, needle adaptors for sealed-septum bottles or dry-disconnect systems. Safety cabinets and specially designed 90-degree bottle adaptors can be used in horizontal or vertical piping.

SV Series valves are available in three configurations:

Knob Handle – applications requiring tight/concise liquid control

Safety Spring-To-Close Handle – applications where safety assurance of automatic shut-off is desired

Pneumatic Actuator – automated control allows sampling at designated, regularly scheduled times

www.suresealinc.com

Retrofit gangway for Chemical Lime

SafeRack recently retrofitted a truck-loading gangway at Chemical Lime's Brooksville Plant in Brooksville, Florida. The gangway had been damaged after originally replacing a harness-and-lifeline safety setup.

SafeRack's G4 Series gangway technology was used for the retroift, which uses a cutting-edge metal-stamping process to create a stronger gangway that is at the same time lighter and smoother to operate, the company says.

Chemical Lime Company, of Fort Worth, TX, was founded in 1966 and was acquired by the Lhoist Group, of Belgium, in 1981.

The Brooksville plant produces hydrated lime, which is a dry-powdered lime made from the slaking of limestone with water. Seventy percent of the hydrated lime produced by the Brooksville Plant is used for flue-gas treatments for coal power plants. This flue-gas desulphurisation is used to remove sulfur dioxide from smokestack emissions. The other 30% of production at Brooksville is used in industrial wastewater treatment, where it neutralises a variety of industrial waste streams, and as a re-agent for environmental-remediation projects.

The SafeRack gangway gives operators freedom to work on top of the truck while providing safe access and fall protection

Overseeing the operations at the Brooksville Plant is Hanspeter Dietiker, who is the facility's manager of terminal operations. In this position, he not only is responsible for monitoring the production of the hydrated lime, but also ensuring that it is loaded safely and efficiently onto outbound trucks. Part of this job is seeing that the drivers who are tasked with climbing to the tops of the trucks and opening the pneumatic hatch before loading are kept safe from slip-and-fall incidents. It's a process that takes place hundreds of times a week.

"The gangway is being used around the truck hatches," explained Dietiker. "We go up on the truck, open the hatch, load the truck, then the truck goes on the scale. After that, we use the gangway to go back up on the truck and either close the hatch, or if the load needs more, fill them up, go back to the scale, weight them again, make sure the weight is right and then go back up and close the hatch when it is."

The benefits of this self-contained gangway system are readily apparent to Dietiker, who even recommends SafeRack equipment to other plants in the Chemical Lime family when their operators are looking for a safety upgrade. G4 gangways are constructed using metal-stamping technology and a tool-and-die process to cut out pieces of aluminum, which are then bent into the required shape, eliminating the need for as many welds and creating a stronger, more durable gangway. Other features of the G4 equipment include spring-loaded gangway and platform operation, slip-resistant tread on the stairs, powder-coated handrails and mid-rails, heavy-duty bumpers and four-rail design for maximum fall protection.

"The SafeRack gangway gives the truck drivers a lot of freedom to work and still feel safe on top of the truck," said Dietiker. "They are totally surrounded by the gangway and even when they trip, they won't fall off. There's no hassle with a harness and lifeline; all they do is walk up the stairs, tilt the gangway onto the truck and walk out there."

Dietiker also points to the rapid response he received from SafeRack after the recent need for a quick gangway replacement and the company's ability to go above-and-beyond the call of duty to see that his operation was up and running in short order as two more benefits inherent in a SafeRack system.

"The customer service is excellent," he said. "We stay in touch and once a month we get a phone call to see if everything is fine. They are a really nice company to work with."

www.SafeRack.com

ChemLINE®

High Performance Coatings
for Lining Tank Containers

ChemLine® coatings provide superior chemical resistance to a wide array of hazardous chemicals, even at elevated temperatures. More than 4,000 chemicals and products have been successfully tested including aggressive acids, alkalis, solvents, CPPs, and edible oils.

ChemLine® is a unique high performance polymer coating that is 97% solids with extremely low VOCs. It is the preferred lining system for tanker containers, IBCs and bulk chemical storage tanks.

ChemLine® offers the flexibility to easily change cargoes after simple cleaning and decontamination, and the assurance of cargo purity from beginning to end.

For more information, contact Martin Kilroe, APC Global Tank Container Manager, martin@kilroe.com, or visit our website at www.adv-polymer.com

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HÜNI + CO

APC works in partnership with HÜNI + CO KG, (Germany), a high performance coating applicator for corrosion protection with more than 45 years experience in the transport sector.

EPT gets tax support for US manufacturing base

Environmental Packaging Technologies (EPT) and its Michigan manufacturing partners have been awarded a large tax credit from the state of Michigan for 270 new jobs and investments of $3.75m over the next five years.

The move establishes Michigan as the only location the United States manufacturing a flexitank line of products. EPT had previously manufactured its flexitanks in China, where a large number of competitors still do. "We were increasingly growing dissatisfied with the product quality of our overseas manufacturers," stated Nancy Wendrock, president of EPT. "We were already considering moving our production to the US when we heard Governor (Jennifer) Granholm speak about the economic stress in Michigan. We knew the advanced engineering and manufacturing resources available there could be retooled to fit the product development needs of our BIG Red Flexitank. We feel very fortunate to have developed our relationships in Michigan and are extremely happy to put 'Made in the USA' on our products."

A prototype production line began in Michigan in the first quarter of 2009 and full production lines quickly expanded in the second quarter. Production is expected to be in excess of 10,000 units a month by the end of the year. Capacity will continue to grow with the addition of new lines over the next two to three years.

Production of the BIG Red Flexitank consists of a seamless polypropylene sleeve with two inner of polyethylene used to ship bulk liquids in 20ft or 40ft standard shipping containers. Production includes the compression fitting of an FDA-approved composite flange and valve, as well as the packaging of a barrier wear sleeve and proprietary bulkhead system.

EPT is also a presenting sponsor for 'We Day', the Free The Children signature event said to be the world's largest network of children helping children through education.

The event, founded in 1995 by 12 year-old Canadian child rights activist Craig Kielburger, took place on 29 September in Vancouver, British Columbia. The non-profit organisation targets poverty and exploitation of children by empowering youth through leadership opportunities. Free The Children has built more than 500 schools around the world and has reached more than one million young people, says Kielburger.

Children who attend 'We Day' commit to take tangible actions for a better world. "We are honoured to join Free The Children as a partner in improving the lives of young people around the world," said Nancy Wendrock, EPT president. "As a global company, we are passionate about reducing the environmental impact of our products and being active global citizens. We are inspired by the efforts made by Free The Children, particularly their Clean Water projects and are happy to support their initiatives."

For more information about EPT's involvement in We Day, contact Melissa Chambers at (713) 961-2795, or email melissa@eptpac.com

www.eptpac.com

The BIG Red Flexitank – now manufactured in the USA

GFS full speed ahead

Several new initiatives, including the opening of several new offices and the expansion of its activities into new market sectors, have been announced by Houston-based Global Flexi Systems (GFS).

Despite the global recession 2009 has seen GFS embark on a major expansion and the company continues to enjoy year-on-year growth in load volumes and revenues. A third production line was added to the ISO 9001 certified manufacturing facility and new offices were opened up in Brasil, Dubai and India. In 2007, GFS opened its European Headquarters in Ireland.

The main focus in the year ahead will be on the food sector where a lack of tank container availability and more expensive drum costs have led to increased demands for food quality flexitanks. Bulk wine has been the dramatic growth area over the past 10 years. GFS says it is well established in all the major wine export regions. All wine tanks are fitted with a special aluminium oxygen barrier and the tanks are installed with a container vapour barrier and totally inorganic packaging to ensure that the wine is delivered in perfect condition.

"We are confident that our many years of experience in the logistics and transportation business, plus the pre-eminent technology and flexibility of the GFS lexitank fleet will combine to exceed customer's expectations," said a company spokesman. "The challenge is to provide a good quality flexitank and excellent technical back up with professional customer service. We are committed to providing creative solutions to our clients' transportation needs by striving to be the most innovative and nimble operator in the industry. The two mainstays for success in any business in today's environment are a high quality, competitively priced product and good people. At GFS we have these attributes."

GFS is a founding members of the Container Owners Association Flexitank Working Group. "As the barriers to entry have lowered, the flexitank market has seen a surge in the growth of new operators. Unfortunately, this approach results mostly in 'me, too' behaviour and very little that's new and can lead to a lowering of standards. The introduction of stringent standards for manufacturing, testing, container selection, Insurance and operations is vital to the future of the industry," says GFS.

Despite the global recession 2009 has seen GFS embark on a major expansion

Qingdao LAF goes foodgrade

Qingdao LAF Packaging Co is producing foodgrade products, including flexitanks, as well integrating a cleaning workshop within the facility.

LAF offer flexitanks in different sizes ranging from 14cbm to 24cbm in order to maximise the capability of a 20ft box depending on the specific gravity of the product to be carried.

A special feature is a heating pad which can be fitted into the container. Low pressure steam or hot water is passed through the heater pad hoses to heat the product.

LAF says the layout and the large surface area ensures the product is heated rapidly and evenly without 'hot spots' or product burning. The heat pad is suitable for use with palm oil, glycerin, cocnut oil, corn sweetener, waxes, malt extract, tallow, polyols, parafiin wax, and lube oil additives. It can also be used to reheat forzen product.

Hygeine is important at LAF as the company produces foodgrade flexis

www.flexitank.net.cn
www.flexiblebag.cn

Braid reports strong growth in its bulk wine business

Braid Logistics (UK) Ltd (formerly John S Braid & Co Ltd) reports that its volumes of bulk wine shipments ex New World Wine producers have more than doubled over the last year and continued strong demand is anticipated into 2010.

Established in 1955 and with its head office in Glasgow, Scotland, Braid consists of group companies located throughout Europe, Asia, South America, Australia and South Africa. The company specialises in global food grade transportation via the dual bulk modes of ISO tank containers and flexitanks, the latter being manufactured at the company's own production facilities in China, Singapore and UK.

In 2008, New World Wine Producers collectively exported almost 950m litres of bulk wine, the majority in flexitanks, with Europe, North America and Asia the largest markets. Notwithstanding the economic recession, Braid indicates that volumes of New World bulk wines into UK / Europe continue to increase sharply as both existing and new importers apparently convert larger proportions of bottled imports into bulk. The main driver for this, Braid believes, is the cost and environmental benefits (reductions in the carbon footprint) associated with bulk shipments over cased goods, as well as the performance of Braid's purpose designed wine flexitank.

A feature of Braid's offering to the wine market is its ability to offer its clients both tank container and flexitank options and Braid's steel tank fleet is also extensively deployed in the alcohols and spirits sector.

Braid's unique wine flexitank is a multi-ply unit constructed from proprietary polyethylene polymers fitted with an integral aluminium foil barrier - the tank and its contents are thus fully encapsulated - which provides maximum protection against oxygen or vapour migration and allows the wine to ship and deliver in the best possible condition.

Braid's wine flexitank production is primarily concentrated at its factory in South China, which became the third factory to achieve quality certification earlier this year ensuring that all Braid production is from plants accredited to ISO 9001-2008 standard. Braid is also actively pursuing HACCP certification.

Braid's Technical Director, Andrew Watson, a polymer scientist with almost 20 years experience in PE product design and engineering, comments that the Braid wine tank has been purpose built for bulk wine and is demonstrating a class-leading level of reliability and quality that is certainly a major factor in Braid's rapid wine market growth over the last 12 months. The company operates a rigorous manufacturing quality system and utilises its own global office and depot network to operate its flexitanks, which is equally important in achieving quality standards and reliability expectations of the customer base.

www.braidco.com

Braid flexitank for wine shipments with integral aluminium foil barrier

Rail impact testing of flexitank/container combinations

TÜV SÜD Rail GmbH has specialist expertise in the rail impact testing of flexitank/container combinations. The company recently joined the Container Owners Association as an Associate Member. Pictured here are Peter Hartwig, the company's Test Engineer (left), together with Patrick Hicks, Secretary-General of the Container Owners Association

Flexitank testing according the COA Recommended Code of Practice is now under way at the TÜV SÜD Rail rolling stock test centre, at Görlitz, Gemany. The centre has considerable experience from testing other types of containers, including tank containers and swap bodies, which has enabled it to become a leading centre for testing flexitanks.

Until now, testing for specific areas of application, including severe operating conditions, and support when applying for official approval, have not been widely available. TÜV SÜD Rail has played a role not only providing the physical facilities in accordance with relevant standards, but has also helped formulate them, for instance in providing input to the COA's Code of Practice for the rail impact testing of Flexitank/containers.

Located close to the Polish border, 100 km east of Dresden, the test facility sits on a site approximately 30,000 sqm in area, with some 3km of rail track. Speeds of up to 60 km/h can be achieved at the site.

In 2007 TÜV SÜD Rail's facilities became one of the few test centres worldwide to be registered by Transport Canada. Rail impact tests on containers are carried out according to ISO, CAN and UN procedures, in dialogue with clients and within specified deadlines. TÜV SÜD says its active contribution to such projects experience is based on more than 40 years of testing experience.

Relevant standards complied with for container testing are: CAN/CGSB-43. 147-2005; ISO 1496-3:1995; and UN Recommendations, 14th rev. Ed.

The testing work includes measurement of strain, force and acceleration, plus crash tests, vehicle running dynamics tests, brake tests, strength, derailment safety, and vehicle parameters (rolling pole, slope coefficient, centre of gravity, torsional hardness).

www.tuev-sued.de/rail/schienenfahrzeuge/pruefstelle

EPT expands global dry liner services

Environmental Packaging Technologies (EPT) has spent most of 2009 analysing, re-engineering and testing its two primary products, the BIG Red Dry Liner and the BIG Red Flexitank. These steps have been taken in order to ensure that the products perform consistently well under all conditions, safely delivering bulk cargo throughout the world whatever the transport mode, and exceeding customer expectations.

EPT founder Tatiana Golovina said: "Even in this economic downturn, customers are still buying. They are looking for quality products and global services that perform and add value to their supply chain."

Environmental Packaging Technologies is able to provide a turn-key service, providing not only an optimum choice of liner but also the most efficient method of filling and discharge.

Historically dry bulk liners have tended to be customised to suit specific requirements. However, EPT is currently developing a range of BIG Red Dry Liners which are suitable for a variety of applications and bulk handling practices. This range of styles and materials not only speeds delivery, but also reduces upfront design time and costs. The new product line is available globally through the company's worldwide network and it is expanding its US manufacturing facilities to include production of dry liners.

EPT's dry liners can also be customised to suit individual bulk product characteristics and customer requirements. For instance, it is able to design specialist liners to solve problems associated with poor flow characteristics. A recent such example involved assisting a large European logistics company deliver bulk tapioca starch sourced from Thailand which until now has been transported in bulk bags. EPT designed and provided food-grade liners that incorporated an aeration system and employed specialised discharge equipment to meet the customer's requirements.

EPT can offer special bulkhead systems where the dry bulk cargo and/or the container may require additional protection.

Recent flexitank research carried out by EPT has also indirectly benefited its dry liner systems. For example, the company's recent heavy investment in R&D led to the development of two bulkhead systems for its BIG Red Flexitank. "The result of our study into liquid dynamics resulted in our engineering the Swept-bar Bulkhead and our Rigid Bulkhead which not only protect our flexitank, but also protect the shipping container," commented Ms Golovina. She went on: "Our flexitank and bulkhead system has successfully passed the Association of American Railroads (AAR) impact test and simulation test, satisfying the Container Owners Association's (COA) recommended codes for flexitanks." This advanced technology has been tested and shown conclusively to eliminate container damage, a problem that the dry bulk industry also experiences periodically. EPT now supplies its bulkhead systems with its dry liners for special situations where product and container may need additional protection.

As part of its turn-key approach, the company welcomes the opportunity also to specify and provide the equipment necessary for efficient loading and discharge of its dry bulk liners.

www.eptpac.com

Reduced angle of tilt with one door closed

Danish dry bulk liner specialist Caretex stresses that there is an extra margin of safety when unloading bulk products from a container fitted with one of its liners which has been equipped with inflatable airbags.

It points out that every material has different handling characteristics and every customer has different loading facilities and requirements which have to be taken into consideration in the design of the liner. When it comes to determining liner design with reference to unloading, the company strongly recommends that its customers take full advantage of what has become the hallmark of a Caretex liner: the discharge spout is off-centred allowing discharge to be carried out with one of the container doors kept closed at all times. Director Dennis Winther Jorgensen explains that keeping one door closed during unloading of a container provides additional security for operators discharging up to 27t of bulk material in less than an hour.

The company's patented inflatable airbags ensure complete material discharge from the liner into the customer's process equipment without the need for anybody to be in physical contact with the bulk product. Under normal circumstances discharge can be achieved by tilting the container no more than 28 degrees, whereas traditional unloading techniques require a 45 degree tilt of the container.

The Caretex one-door-closed principle is offered on all liner types equipped with airbag discharge.

Using Caretex's one-door-closed principle in combination with a liner equipped with inflatable airbags and off-centred discharge enables users to unload bulk material in a controlled, dustfree and safe manner. The company emphasises that quality and safety factors are given highest priority in the design of its custom-made liners.

Earlier this year Caretex introduced its Jet-Flow fluidising system to facilitate discharge of products with poor flow characteristics from dry bulk liners (see May/June 2009 *Bulk Distributor* p29).

www.caretex.dk

October EFIBCA open meeting in Vienna....

EFIBCA, the European Flexible Intermediate Bulk Container Association, is holding an open meeting in Vienna on 14 October to which both members and non-members are welcome. The venue is Steigenberger Hotel Herrenhof Wien and the meeting is directed at the whole FIBC supply chain. It will offer an opportunity for networking and to stay up-to-date with latest technical, legal and economic developments in the international bulk bag business.

The conference will include presentations on various FIBC topics such as polypropylene prices, FIBC testing, hygiene, dangerous goods regulations and normalisation. Presentations will include:

- 'Polypropylene 2010: a new era begins', by Mike Smith, CMAI Europe.
- 'Requirements on cargo securing regarding FIBCs' by Wolfgang Neumann, EUROSAFE.
- 'UV tests: theory versus practice', by Cees can Teylingen, Atlas MTT.
- 'Current developments in dangerous goods regulation and normalisation' by Maxence Wittebolle, IBE-BVI.
- 'Specific aspects of FIBC testing' by Dr Herbert Kielbassa, Labordata.
- 'Hygiene standards for packaging materials: comparison between BRC/IoP and EN 15593', by Johannes Bergmair, OFI

A previous EFIBCA open meeting at Düsseldorf in April 2008

Dr Amir Samadijavan, current president of EFIBCA, and Christoph Bornhorn from the EFIBCA Secretariat which is based in Bad Homburg, Germany, will between them outline the Association's revised terms of reference and future new strategy. Membership is open to all FIBC manufacturers and traders acting on the European market. Companies and organisations with an interest in the aims of EFIBCA are eligible to become associate members. Participation at the conference is free of charge.

EFIBCA president Dr Amir Samadijavan

On 15 October delegates are invited to attend an open house day at the nearby Weissenbach premises of Starlinger, for which a free bus service is provided. Starlinger, an EFIBCA member, is a world leader in the production of textile machines for most categories of flexible industrial packaging, including FIBCs. It also manufactures recycling machines.

Further details concerning both days are available from Christoph Bornhorn (tel: +49 6172 926655; secretariat@efibca.com).

www.efibca.com

... while FIBCA convenes November conference

Meanwhile three weeks later on the other side of the Atlantic FIBCA, the equivalent North American association, will be holding its Fall Conference at the InterContinental Montelucia Hotel, Scottsdale, Arizona, 4-6 November.

The event will include committee work sessions covering topics such as environmental and sustainable packaging and UV weathering. There will be early evening networking receptions on the first two days and, in a new development, FIBCA's board of directors has selected the first group of industry pioneers who will be acknowledged at the meeting and awarded an honorary lifetime membership of the Association.

One of the highlights of the conference will be an inter-active session conducted by Ken Beyersdorf, a certified Dale Carnegie training instructor and president of Premier Training, Inc, who will give advice on building and retaining successful customer relations. Successful organisations recognise that customer satisfaction stems from a series of interconnected causes and disciplines, and that customer loyalty drives profitability and growth.

There will also be table top displays outside the main conference hall where FIBCA associate members will have the opportunity to exhibit products and services relating to the bulk bag industry. On the last day there is a choice between participating in a golf tournament or taking part in a Jeep tour through the nearby Sonoran Desert. Apart from the final day's entertainment, attendance at the conference is free of charge.

The Flexible Intermediate Bulk Container Association was formed in 1983 with the purpose of providing a united voice for the industry. Regular membership, which is restricted to manufacturers, distributors and importers of FIBCs, requires that the member company should have a permanent place of business within the United States, Canada or Mexico. Associate members, which include suppliers of fabric, webbing, allied equipment and other related services, are not required to have an office in North America and are welcome from any country.

Further information about membership and the November conference is available from FIBCA executive director Lewis Anderson (tel: 866 600 8880; lewis.anderson@fibca.com).

www.fibca.com

Palmetto regards environmental responsibility as no hindrance to commercial success

Palmetto Industries International, the leading global manufacturer of FIBCs and other types of flexible industrial packaging, reports that its Indian manufacturing facility has now been awarded ISO 22000:2005 and HACCP certification for food safe manufacturing management systems. Recognised as one of the world's foremost flexible woven packaging companies, Palmetto Industries is continuing to make every effort to drive down costs as it creates more ways to service the needs of its expanding customer base.

The company is investing in capital equipment to continually increase capacity and adding new products such as pasted valve WPP (woven polypropylene) bags to complement the FIBCs, BOPP (bi-orientated polypropylene) bags, WPP bags, dunnage bags, intermodal liners and canvas drop cloths that Palmetto currently manufactures. In parallel with these developments, its ability to leverage high volume raw material purchase and extreme freight discounting has helped keep the company ahead of the competition and has paved the way towards achieving its ambition of becoming the most competitive FIBC and flexible packaging supplier in the world.

Purvis King, president and general manager of the US-based company, commented: "Having a clean room environment for not only our FIBC but also our BOPP customers has been a huge value added service and has propelled us to the handful of companies worldwide that can claim this." He went on: "After the anti dumping duties on the BOPP bags were levied against Chinese products a few years ago, most of the US distributors were left with no proper supply chain. The few companies that emerged outside of China had fragmented operations and I am proud of the fact that Palmetto is a truly integrated facility that is housed in one place and can guarantee perfect bags every time."

Palmetto Industries is also a licensee of the world famous Crohmiq static-dissipative fabric. Being one of the few factories worldwide that manufactures not only the Crohmiq fabric while also converting it to FIBCs, has given the company a huge advantage on both quality and pricing. CEO Shankar Balan points out that for this reason it should come as no surprise that during the past five consecutive years three out of the top four users of Type D FIBCs have been

Lamination machine running two sides at Palmetto Industries' Indian plant

Palmetto's customers.

While continuing to advance its commercial interests Palmetto Industries has maintained a globally responsible stance with regard to both environmental and social issues. As a manufacturer of PP packaging, dedicated to reducing its carbon footprint, its 'Green Initiative' is leading the industry with the advent of a revolutionary biodegradable polypropylene for use in retail, semi-bulk and bulk packaging. It is also committed to respecting the earth through greenscaping operations such as reducing, reusing or recycling waste, harvesting rainwater, utilising renewable power sources and buying local products. As a Community Responsible company that focuses on the needs and value of local people and businesses, its manufacturing campus incorporates subsidised housing, food, education and transport for employees and their families. Additionally the company works closely with the Centre for Destitute Women and the Centre for Physically Disabled in order to assist the rebuilding of lives within the surrounding community.

Another way the company supports the community is to utilise local businesses and services whenever possible. As Rajesh Wadhwa, director of Pondicherry-based Palmetto Industries (India) Pvt Ltd states: "Community involvement and preservation is a key to our success as a company and as individuals. As one of the larger employers in the Pondicherry area, we take pride in ensuring our community is clean and assist our residents in any way we can."

www.palmetto-industries.com

Chronos Richardson and BTH join forces

Premier Tech, the parent company of Chronos Richardson, announced in the third week of September that it had acquired the packaging specialist Bag Treatment Holland BV (BTH) based in Eersel, the Netherlands.

The combined Chronos Richardson and BTH will, with effect from beginning of October, trade under the name of Chronos BTH both in Europe as well as in Asia. The new entity will continue to operate from sites in Germany, Italy, UK, France, Thailand and now the Netherlands.

Chronos BTH will be in a position to offer some of the most advanced and innovative equipment and systems available in Europe and Asia, including:

- State-of-the-art weighing and control systems
- An extended core range of bagging systems with customised packaging solutions of open-mouth bags, valve bags, FFS technology, bulk containers as well as mobile bagging equipment
- Conventional palletising and advanced robotic solutions
- High-performance stretch hooding and wrapping systems.

The leadership of Chronos BTH Europe will be shared jointly between Frans Maas, the previous owner and general manager of BTH, and Ingo

Ingo Jonas (right) and Frans Maas will jointly be in charge of Chronos BTH Europe

Jonas, former general manager of Chronos Richardson Systems GmbH in Hennef, Germany. Cornelis A Van Drent and Ricardo Taino will continue to manage their respective operations in Asia from the Thailand office and in Italy from the Parma office.

www.premiertechsystems.com

Continued from page 1

year's Transport Logistic fair in Munich, has been designed to accommodate the steady increase in imports mostly from the Middle East which are transhipped via Antwerp. Up until a couple of years ago it was being predicted that Europe's total imports of plastic raw materials would by now be approaching the 20Mt/yr level, although this figure has more recently been substantially downgraded because of the current economic crisis. Nevertheless, according to Schmidt's manager of marketing and sales Siegfried Ott, the long-term trend remains upwards and several major manufacturers have started up new production sites in Saudi Arabia and the United Arab Emirates.

Duisburg, the world's largest inland port, provides an excellent location for a European plastics logistics hub, with its direct connection to waterways and close proximity to consumer markets on the one hand, as well as direct connection by rail and road to neighbouring countries on the other.

Schmidt and Imperial chose to utilise the services of the Rhein-Ruhr Terminal, which has been operational since 1986, rather than developing a new site which would have involved lengthy planning and construction delays. With a total arrear of 77,000sq m facilities are available for all types of container handling and warehousing requirements. In addition to two gantry cranes, the site is served by five reach stackers which provide a non-stop container rehandling service day and night. A tilting platform for transferring dry bulk products from containers directly into road tankers or tank railcars is currently under construction. A new silo battery for intermediate storage of granulates is planned for next year, which will be similar to other Schmidt vertical storage facilities located around Europe. Existing value-added services include dustfree bag emptying as well as form-fill-seal bagging facilities.

At its Vienna site Schmidt has developed a new design of dry bulk container tipping installation which can discharge two boxes simultaneously

There are regular barge connections between Duisburg and the seaports of Antwerp and Rotterdam. With a daily schedule and a cycle time of no more than 20 hours, it is now possible to achieve faster delivery times to the final destination as well as substantial cost savings for the customer. Compared to other locations, this trimodal distribution facility provides major advantages, since it offers – in addition to direct transhipment from barges – also the possibility of further transport by rail with its own 400m of track.

Whilst Imperial assumes responsibility for all transport activities between the sea ports and Duisburg including provisioning of the premises and handling facilities, Schmidt contributes its expertise in bulk solids handling as well as providing dry bulk transport services from the terminal to the final destination.

Headquartered in Heilbronn, Germany, Schmidt currently operates from 31 locations and has a staff of about 1200 throughout Europe. It owns more than 11,000 silos with a combined capacity of about 415,000cu m, more than 100,000sq m of warehousing, and 800 road tankers as well as providing a multitude of specialist bulk handling systems and equipment. The company's scope of activity extends throughout Europe, from southern Italy to Norway, from Hungary to Ireland and from Portugal to the Baltic States. It handles more than 4.6Mt of dry bulk goods annually with traffic flows controlled from the Heilbronn head office assisted by eight regional despatch centres.

Imperial Logistics International GmbH is the worldwide operating logistics branch of Imperial Holdings Ltd of South Africa which is listed on the Johannesburg stock exchange. With some 3500 employees, it generates annual revenues of about a billion euros.

www.schmidt-heilbronn.de

Aerial view of the new Schmidt/Imperial plastics distribution facility at the Rhein-Ruhr Terminal showing bulk container storage, warehousing for bagged products and the location of a new container tipping platform

Modular chutes satisfy specific loadout requirements

Denmark's Cimbria Bulk Equipment, the world's foremost manufacturer of retractable, dustfree loading chutes for dry bulk materials, reports several recently completed installations involving the loading of powders and granulates into road tankers and bulk containers. This equipment is also widely used for transferring dry bulk into rail tankcars and especially into ships.

Roquette Benheim, a leading French sugar supplier, recently took delivery of a consignment of Cimbria Moduflex chutes via the Danish manufacturer's French distributor Tripette & Renaud. These were specially modified F300 units designed for loading sugar into road tankers. The chutes are of very compact construction thanks to the fact that they incorporate a retractable filter module, as a result of which they only require a small installation height. The filter intake is equipped with its own fan with regulating valve and pressure tank, ensuring that the filter is continuously kept clean.

Owing to the nature of the product the chutes are approved for use with foodstuffs and have been equipped with explosion-proof components in accordance with ATEX directives. Among other special features, the chutes were equipped with a non-standard fan, a special amplifier for the indicator and a separate delivery of FlexControl with all cable entries located on the lower part of the cabinet. They form part of a regular supply of these specially adapted units which are periodically delivered to Roquette Benheim in accordance with specific customer requirements.

Tripette & Renaud was again instrumental in securing an order for Cimbria Moduflex chutes from the French engineering firm Hamon. Here eight chutes were required to load dust from fuel and gas boilers into containers. The Type C300 units were adapted to handle a highly aggressive product which is corrosive, flammable and adheres to surfaces. Because of the dust's physical characteristics, the chutes were equipped with internal support rings which provide additional strength when handling products which have a tendency to cake on the inner side of the guide cone. In order to meet customer requirements, these chutes were fitted with a special flange on the outlet allowing containers with various sizes of hatch apertures to be accommodated. A temperature indicator was also installed because the dusts passing through the chutes frequently reaches 165 degrees Celsius or higher.

Cimbria Moduflex chute loading cement into a road powder tanker

In cooperation with its Dutch partner TBMA, Cimbria recently supplied two loading chutes to Shell in the Netherlands for transferring plastic granules into road tankers. These are Type T250 equipped as standard with telescopic tubes which can be easy cleaned. A quick-connect system at the inlet and outlet ensures easy installation and removal of the tube set in the event of damage or need for modification to the chute. The unit is constructed from AISI 316 stainless steel, making it suitable for contact with food-grade products as well as those with a tendency to acidify.

The customer had specifically selected the T250 as it was vital that no residual material should remain inside the chute modules when changing from one plastic colour to another. To meet Shell's requirements, these chutes were equipped with a specially designed inlet. This order followed previous Cimbria Moduflex deliveries where exactly the same requirements had been met.

To date Cimbria has installed almost 11,000 dustfree Moduflex chutes in more than 50 countries. Because they are of modular construction they can be assembled from standard stocked components which precisely match customer needs. A further advantage is that if component parts become damaged or worn, it is only necessary to replace the affected section rather than the entire chute assembly.

www.cimbria.com

Robotic assembly and sealing of octabins

Delaere Weighing and Bulk Systems of Deerlijk, Belgium, has recently successfully commissioned two fully automated octabin filling lines, one in Sweden and the other in Belgium, which it designed and engineered for one of the world's foremost petrochemical groups. Each line can unfold and prepare for filling up to 70 octabins/h and there is the possibility for automatic closing, including gluing of the covers. Liners can be automatically inserted into the octabins and different dimensions and types of bin can be accommodated, with only 30 seconds required for changeover.

www.delaere.com

Sacks emptied automatically by the pallet load

Spanish bagging and bag palletising equipment manufacturer TMI (Tecnicas Mecanicas Ilerdenses) has developed an automatic de-palletiser and paper valve-bag breaker/emptier which successfully adapts technology from the company's Robosac P4 gantry palletiser. Several modules have been modified to adapt the Robosac P4 to this new application. All the operator has to do is place the loaded pallet inside the gantry by means of a forklift and all other functions are fully automatic.

Four knives slit the bags open from the base and a gripper mechanism delivers the emptied and slit bags to a belt conveyor where they are transferred to a baling press.

www.tmipal.com

Part of the TMI automatic de-palletiser showing removal of emptied and slit bags

New silo designs cut transport and assembly costs

Two of Europe's foremost silo manufacturers, Ellimetal and Zeppelin, have separately introduced new constructional design features which facilitate speed of assembly and ease of component transport from the factory to the site.

Ellimetal headquartered in Meeuwen, Belgium, has developed a new system which significantly reduces the on-site assembly time for its aluminium silos. All component parts are prefabricated in the company's workshops, shipped in containers and finally assembled and welded at the designated location. Thanks to its worldwide experience in fabricating aluminium silos, Ellimetal is now able to offer its customers a multi-faceted 'total care' service at competitive prices.

Earlier this year the company won a contract from a bulk logistics operator to design and manufacture 18 pellet silos each of 500cu m capacity in France. Thanks to its new rapid field construction process, the Belgian silo builder was able to assemble, weld and install all 18 silos in just two and a half months. Bad weather did nothing to delay the critical time-sensitive hand-over deadline which had been planned for end of this year. In the event the silos were completed and commissioned several months ahead of schedule. Ellimetal had fulfilled this fast-track contract well inside the requested short time frame and to high quality standards.

Zeppelin Silos & Systems, Friedrichshafen, Germany, has also developed a completely new type of silo construction which will be unveiled in mid-October at the FAKUMA international plastics exhibition. The prototype of the new concept features screw-fit modular construction which has been developed with the assistance of several research institutes. New assembly and installation techniques lead to significant reductions in transport costs and the silos are also easier to install on site. The first units have already been delivered to customers and are said to have performed fully to expectation.

The silo sections, which are delivered in freight containers, are screwed together on site. The final assembly of the silo does not require Zeppelin fitters and can he achieved with the assistance of a single crane. A further advantage is that the silo installation can be expanded at a later date simply by adding further modular sections.

Also at FAKUMA Zeppelin will be launching a new standardised programme of silo management systems. This can be tailored to individual needs and, although utilising the most up-to-date technology, is very simple to install and operate.

www.ellimetal.com
www.zeppelin-industry.com

Employing its new silo assembly system, Ellimetal completed this project well ahead of schedule despite bad weather

Safety and operational guidelines on tipping discharge

Various safety recommendations are made for tipping road powder tankers in the ECTA-CEFIC guidelines (picture courtesy of Norbert Dentressangle)

ECTA (European Chemical Transport Association) and CEFIC (European Chemical Industry Council) have jointly issued guidelines which aim to offer guidance regarding specifications for transport equipment specifically designed for transport of dry bulk materials which needs to be unloaded by tipping. The document includes within its scope of reference road powder tankers which are designed for top loading and for discharge by air pressure and tipping of the vessel as well as containers (cylindrical and box type) filled and discharged in the same manner. Also included are unpressurised dry bulk box containers where unloading is normally achieved by gravity tipping of the container in combination with the use of a rotary valve. However, ISO containers fitted with dry bulk liners and mounted on a tipping chassis are not included.

Among the recommendations of the report are that top manhole covers should pivot or open to 180 degrees and be fitted with swing bolts or equivalent fasteners. It concludes that a handrail and walkway alone are not sufficient to guarantee safe access to the top manholes and consequently at loading and unloading sites all necessary measures, in addition to a handrail and walkway, should be taken in order to ensure that personnel can safely work on top of the tank. Attaching a fall arrest system to the handrail is not considered to be a safe practice.

It is recommended that the minimum width of a walkway be 400mm and that it needs to have an anti-slip surface or structure. The minimum height of the handrail should be 1000mm along the entire walkway and additional protection, such as a steel cable, should be provided at the half height level. The handrail should be capable of withstanding a horizontal tension of 300N in all directions.

With regard to hoses and connecting systems, the document concludes that the safest and best solution for guaranteeing product integrity is the use of product-dedicated hoses and couplings, supplied at the unloading location. Where hoses are provided with the vehicle, these should at least meet the test pressure of the tank, be designed to prevent transfer of electrostatic charges and have a diameter of at least 80mm.

Other aspects covered by the 12-page document "ECTA-CEFIC guidelines for equipment for the transport of dry bulk cargo, to be discharged by tipping" include basic blower/compressor specifications as well as those for discharge filtration. With regard to tipping chassis, areas covered are twist locks and landing legs, rotary feeders and earthing wire on the chassis which should be wound on a reel and have a minimum length of 8m with a minimum diameter of 10sq mm.

www.ecta.be; www.cefic.org

Kerry-Talke shows Chinese clients the way to more efficient inland plastics distribution

Hong Kong-based Kerry-Talke has recently made important investments to help some of its major petrochemical industry clients to improve their supply chain when importing polymers into China. The joint-venture logistics operator was established in 2007, combining the specialist chemical and petrochemical handling expertise of Germany's Talke Logistic Services with the widespread presence of Kerry Logistics in China. It has already developed an extensive network of warehouses and operations throughout mainland China.

The company has just installed a new bagging machine featuring state-of-the-art technology to package plastics at one of its locations in the Waigaoqiao Free Trade Zone area in the Port of Shanghai. The machine packages plastic granules which arrive in traditional freight containers fitted with bulk liners. Shanghai was chosen as the best location for the first packaging line but future developments could entail similar lines in any of the eight hubs that Kerry-Talke is already operating in China.

Kerry-Talke helping to optimise the logistics of imported polymer distribution in China

Kevin Loyens, general manager of Kerry-Talke, commented: "Shipping in bulk from production facilities, particularly in the Middle East, the US and South East Asia, enables our clients to increase their payload, whilst bringing their product closer to the receiving market, before making a final decision on the packaging mode."

The company sees the deferred decision on final packaging as an important factor in the development of bulk deliveries to Chinese receivers, ultimately reducing the use of packaging materials. In order to develop this market, Kerry-Talke is also offering support to its clients in the supply, installation and inventory management of bulk storage silos. The company's Chinese operations are headquartered in Shanghai.

"The growth of bulk polymer deliveries in China is inevitable but requires an element of mindset change, supported by the required logistical infrastructure and equipment. Our strong footprint in the Middle East together with the strengths and network of Kerry-Talke put us in an ideal position to support this development," said Richard Heath, director of operations, Middle East & Asia, of Talke Logistic Services.

www.talke.com

BP raises Amsterdam capacity

BP has completed a project to extend capacity and services at its Amsterdam fuel terminal (BAT).

By increasing the number of jetties and upgrading existing facilities, BP claims waiting times for ocean and inland waterway vessels will decrease thereby raising the throughput of the terminal significantly. The total project, which cost 65m, has taken about two and a half years, of which 13 months were on actual construction.

BAT now has four additional jetties for barges and one additional jetty for ocean vessels. Further work includes modifications to the terminal's existing seagoing jetties, pipe networks and road infrastructure.

In addition, a significant amount was invested in minimising the release of vapours during loading and unloading at the new pier, which is one of the first in Amsterdam to be connected to a vapour recovery unit. By the end of this year all other piers at the BAT will also be VRU-connected.

The project was carried out by BP Jacobs Nederland BV, working with various subcontractors, including various parts of Royal BAM Group, Visser & Smit Hanab, Strukton Industrial Construction, Actemium, ADT Fire & Security (part of Tyco International) and Spark Industrial Contracting.

BAT - situated in the Amsterdam's Western Dock - is a modern import / export terminal for fuels such as propane, butane, gasoline, gas oil and diesel. With total of 77 tanks and a storage capacity of 1m cbm, BAT is one of the largest fuel storage farms in Europe.

Long term Petroplus contract for Simon

Simon Storage has announced a new long term contract to store and handle the full range of road fuels at its Seal Sands Terminal on Teesside for Petroplus Marketing. Simon is providing a fully integrated solution that includes 40,000cbm of carbon steel tankage, fully automated road loading facilities, integrated bioethanol in-line injection systems and batch biodiesel blending systems. Simon's Seal Sands Terminal has the capacity to handle up to 600,000 tonnes of road fuel products a year for Petroplus, and is already assessing further expansion plans.

Situated at the mouth of the river Tees, the terminal has two deep water jetties for receiving products by sea, and also benefits from good road connections for onward delivery to retail forecourts. Existing rail connections provide opportunities for wider distribution.

Following an extensive investment programme, Simon's Seal Sands Terminal is the sole provider of bulk gasoline storage and distribution storage facilities on Teesside. The terminal is operated by Simon in full compliance with all safety and environmental guidelines introduced after Buncefield. Specialised facilities for the safe and secure handling of gasoline include a dedicated vapour recovery unit and high integrity independent shut down systems, incorporating ROSOVs (remotely operated shut off valves) to provide emergency isolation of plant should there be a breach of containment.

The fully automated road tanker loading facilities at the terminal were designed and built by Simon to the latest industry standards, and are capable of delivering fuels at 2,250 litres a minute from each bottom loading arm. These facilities are located in an area separate from other operations, which means that Simon can provide a gate-to-gate service in under 14 minutes for a full tanker load.

For the past five years, Simon has led the way in the UK in enabling major oil companies and oil traders to comply with the Government's Renewable Transport Fuel Obligation (RTFO) programme. With two of the largest UK manufacturing biodiesel plants hosted at Simon terminals, Simon has gained extensive knowledge of all aspects of biodiesel blending operations. Further developments in the last two years have seen the introduction of automated bioethanol blending systems, with denatured ethanol automatically injected into unleaded motor spirit at the loading gantries, while paying close attention to all related HM Revenue and Customs' requirements.

The service that Simon provides for Petroplus at its Seal Sands Terminal is supported by its in-house bespoke automation package, Terminal Automation & Stock Control System (TASCS), which monitors product movement through the terminal and manages loading and blending operations. Road deliveries can be scheduled by the customer through Simon's web based order entry portal, and are then automatically downloaded to the loading gantry control system and accessed by the driver using a secure swipe card. After loading, TASCS calculates the HMRC duty liability per component, provides updated stock calculations, and enables real time reporting both to Petroplus and to its customers via Simon's web-based access system.

Seal Sands Terminal has the capacity to handle up to 600,000 tonnes of road fuel products a year for Petroplus

Martyn Lyons, Simon's managing director, commented: "This is great news for the North East. We have continued to invest in Simon's Seal Sands Terminal to ensure that it remains the first choice road fuel distribution terminal for the North East. We are committed to ensuring that the terminal is not only the most efficient with the least queuing times, but also provides the most flexible facilities. We have handled more than a million tonnes of gasoline, diesel, biodiesel and bioethanol at Seal Sands within the past three years, and this new contract with Petroplus opens up a wealth of opportunities to increase the volume of products that we will handle in the future."

• Simon Storage's safety record has once again been recognised by the UK's Royal Society for the Prevention of Accidents (RoSPA) in its 2009 Annual Awards. Each of Simon's five UK bulk liquid and gas storage terminals received an award, as well as Simon Management, the company's facilities management division, and Lewis Tankers, Simon's specialist road tanker operation. Simon's array of prizes included a Gold Medal, four President's Awards and two Orders of Distinction.

www.Simonstorage.com

Grindrod looks to grow

Grindrod Tank Terminals is on the acquisition trail. The company - part of South African shipping and transport conglomerate Grindrod Group - has identified a business strategy of targeting "sustainable acquisition opportunities in strategic port locations". In 2008 Grindrod Tank Terminals purchased a 50% share of a 10,000 cbm vegetable oil terminal in Port of Maputo, Mozambique.

This was the first of several strategic phases. Now the division is growing the market and the objective is to be able to provide tank storage of 50,000 cbm for non-hazardous products in Maputo. Parallel to these developments Grindrod will diversify into the petroleum storage market in Mozambique and other strategic regions, including South Africa.

Grindrod Tank Terminals is a liquid bulk operator that has managed port-side bulk storage and transit facilities in the ports of Durban and Cape Town. These facilities have serviced the market for more than 80 years. The company is responsible for distributing some 480 000 tonnes of product each year into the domestic market through a purpose-designed fleet of vehicles.

In the longer term, the vision is to develop a tank terminal network in strategic locations focusing on South Africa, East/West Africa, the Middle East and the Far East. These facilities will target blue-chip clients within the petroleum, petrochemical, chemical, vegetable oil and feed-grade product sectors.

Three years ago the group purchased the Durban molasses storage facilities of Britain's Tate & Lyle Group.

The longer term vision is to develop a tank terminal network in strategic locations across Africa, the Middle and Far East

MISC and Vitol sign JV

MISC International, a subsidiary of Malaysian carrier MISC Berhad, has entered into an agreement with VTTI Tanjung Bin, part of Vitol Tank Terminals International, to incorporate a joint venture terminal company.

Asia Tank Terminal Limited (ATTL) will construct, commission and operate an oil terminal with a base capacity of approximately 741,200 cbm at Tanjung Bin, Johor, Malaysia.

ATT Tanjung Bin Sdn. Bhd. (ATB), currently a wholly-owned subsidiary of VTTI, has executed a 30-year land lease agreement with Seaport Worldwide Sdn Bhd for the lease of a 50ha site at the Tanjung Bin Petroleum and Maritime Industry Centre. On completion of the incorporation and share subscription, ATTL will wholly-own ATB and through it, design, construct and operate the oil terminal. Vitol Asia Pte Ltd will be the key customer at the ATB oil terminal.

ATTL, which is to be incorporated in Bermuda, will be 50% owned by MISC SPV and 50% owned by VTTI SPV. MISC's partnership with VTTI in this venture will enhance the company's service offerings and support its strategy to expand business across the value chain by providing integrated services in the form of logistics support together with its core shipping operations. VTTI's existing total capacity is 5.5m cbm located across the world's major oil trading centres. VTTI develops, constructs and operates oil and veg-oil terminals.

The signing of the joint venture agreement took place at the MISC Headquarters in Menara Dayabumi, Kuala Lumpur. Signing on behalf of MISC was En Amir Hamzah Azizan, president and CEO of MISC while VTTI was represented by its CEO, Rob Nijst.

The ATB oil terminal, subject to receiving the necessary approvals by the relevant Malaysian regulatory authorities, is expected to commence operations in April 2012.

Shell, Vopak join forces in Marseilles

Shell and Vopak have announced a joint venture to develop a liquefied natural gas (LNG) terminal at Fos-sur-Mer, near Marseilles, France. Vopak LNG Holding BV will become the main shareholder with a 90% share in the joint venture, the Fos Faster LNG Terminal SAS, and Société des Pétroles Shell will hold the remaining 10%.

Fos Faster will be developed as part of the expansion strategy of the Grand Port Maritime de Marseille and in co-operation with the port authority. The joint venture combines the experience of Vopak in tank terminal development and operations with Shell's position as the largest equity shareholder of LNG capacity among international oil companies.

As previously announced by Shell, the terminal has an initial planned capacity of around 8bn cbm of gas a year, more than 15% of the current annual gas consumption of France. Subject to market demand, permit and approval processes the terminal could start operations around the middle of the next decade.

It would further enhance gas supply diversification by providing France and Europe access to new sources of natural gas. Fos Faster LNG terminal will be positioned as an independent multi-customer terminal, with a similar business model to the Gate terminal currently under construction in Rotterdam.

The Fos Faster project also fits Vopak's ambition to establish a network of LNG terminals providing alternative sourcing for the European, through strategically located terminals connected with the main natural gas grids.

Vopak has also signed an MoU with Dialog Group Berhad, of Malaysia. Both companies will jointly study the feasibility of developing an independent storage terminal for oil products in Pengerang, Johor in southern Malaysia.

The MoU enables Vopak to become a strategic business partner in the equity ownership and development of the independent deepwater storage terminal. The Pengerang region is located at the southern tip of Johor state, close to international shipping routes and Singapore's international oil products hub.

The proposed terminal in the south-eastern Pengerang district will have an initial storage capacity of 1.4m cbm. The terminal will be a tank facility for storing, blending and distributing crude oil and oil products with port facilities capable of handling very large crude carriers. Ultimately, there is an area of 200ha available for the development of a deepwater storage facility.

If the findings of the feasibility study turn out to be positive, the partners will form a joint venture company that will partner with the State Government of Johor Darul Ta'zim and the State Secretary, Johor (Incorporated) to undertake the development of the terminal.

Dialog and Vopak are currently equity partners in Kertih Terminals in Malaysia. This is a 395,900 cbm storage facility for chemical products and liquefied gas in Kertih, which is located in the Malaysian province of Terengganu. Vopak also operates a fully owned 20,600 cbm terminal for chemical products in the free trade zone within the Johor Port at Pasir Gudang.

Dialog, which is listed on the Malaysian stock market, is an integrated specialist technical services provider to the oil, gas and petrochemical industry. Services range from upstream to downstream activities encompassing centralised tankage, specialist products and services, catalyst handling, plant maintenance, engineering and construction and fabrication.

Meanwhile in Vietnam, Vopak's new chemicals storage terminal was commissioned at the start of the summer. The terminal is in Dong Nai Province in Nhon Trach District, Phuoc Khanh Ward.

The terminal is an important development for Vopak customers in Vietnam as it is at the centre of major industrial parks in the south of the country. It is the biggest independent tank storage terminal in Vietnam with easy access to end users in the chemical manufacturing hub. The terminal is also situated in a key growth and development area targeted by the government.

Jason Tan, general director of Vopak Vietnam, said: "We achieved our ISO 9001:2000 certification in April 2009. This terminal also comes with its own wastewater treatment plant. Besides giving customers more options, we also ensure that our operations stay clean and green for the environment." The 35 tanks have a total storage capacity of 48,200 cbm, with potential to expand another 60,000 cbm depending on market demand.

For 2009, Vopak expects to achieve a group operating profit (EBITDA) of around €495m. This is an increase on the previous 2009 outlook of at least €450m. Projects under construction will add 2.8m cbm of storage capacity in the period to 2011. The total investment for Vopak and partners in these projects will involve capital expenditure of some €1.6bn, of which Vopak's total remaining cash spend will be some €0.4bn.

John Paul Broeders, Chairman of the executive board, commented: "In the first half of 2009 we vigorously kept pursuing our strategic goals. Our drive remains to realise continuous improvements in operational efficiency, quality, customer service and growth. We will continue to grow capacity in key locations around the world. Vopak's total global terminal network offers close to 28m cbm capacity, following an increase of more than 0.8m cbm in six month's time.

Marseilles is France's premier hydrocarbons import gateway

"During the first half of 2009, a number of large new projects came on stream on schedule. All these efforts and the robust demand for our storage services, especially in the oil business, led to a significant rise in our half-year group operating profit. Although we have seen a difficult chemicals market, this has not had a material effect on our overall business up to now. Decreases in throughput in some of our chemical storage activities earlier in the year have meanwhile stabilised. However, it is too early to draw positive conclusions as to the structural recovery of the chemicals market. Given our encouraging results so far and Vopak's growth prospects for the rest of the year we have raised our 2009 outlook."

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Telko offloads Hamina Terminal


The divestment of the terminal business is part of Telko's strategy of focusing on its main business

Telko, part of Finland's Aspo Group, has sold the business operations of Hamina Terminal Services Ltd to North European Oil Trade Ltd. The cash flow from the transaction before tax will be approximately €11m, and the sales gain to be booked in the third quarter is expected to be €3.2m.

The operations in Hamina were transferred to Aspo in a corporate acquisition carried out in 2008. They have mainly focused on logistics services for liquid chemical products originating from Russia. The business of the Hamina Terminal involves terminal storage and related services. Following the divestment Telko still has the Rauma Terminal in Finland, which operates as a terminal for industrial raw materials forwarded by Telko.

"The divestment of the terminal business is part of Telko's strategy of focusing on the main business, and this clarifies the structure of the company," said Aki Ojanen, CEO of Aspo Plc. "In its operations, Telko focuses on providing customers with added value through expertise and services as well as on supplying raw materials in the chemical and plastics industry sectors. The characteristics of Hamina Terminal Services deviate from Telko's core business. The terminal is an excellent strategic target for the buyer."

The Rauma terminal has a logistically central location in Rauma in Western Finland. In the terminal there are over 50 tanks with a total capacity of 15,000 cbm. Sizes of the individual tank vary between 30 and 2,200 cbm. For repacking of bulk material, a modern drumming line has a capacity of 60 drums/hr. For packed chemicals there are four storage buildings on the terminal area. Also tailor made solvent blends are produced in Rauma terminal.

New Auckland bunker supply vessel

Seafuels, a joint venture between Ports of Auckland and Pacific Basin Shipping, welcomed the arrival of a new 80m, 3,900 tonne fuel tanker to provide a new bunker service for cruise ships and commercial vessels calling Port of Auckland.

Seafuels chairman Jens Madsen said bunkering was an essential facility for many visiting ships and would benefit the Auckland economy. "Offering refuelling services in Auckland is vital to retaining and growing the numbers of calls from international cargo and cruise ships." He said most cruise ships only carried two weeks of fuel, so the ability to access bunker services in Auckland was essential.

"The new service is also good news for vessels trading in the Pacific Islands, as refuelling in the Islands can be expensive and restrictive at times," Madsen added.

The tanker, which was built in Tuzla, Turkey, will replace the single-hulled Tolema barge, which will be retired. The fuel tanks at Wynyard Quarter, which supply the Tolema, will also be decommissioned in the near future, making way for redevelopment.

"Together, Ports of Auckland, Pacific Basin Shipping and Shell New Zealand have guaranteed that Auckland can provide a commercial marine fuel supply for many years to come," said Madsen.

The tanker, which is owned by Seafuels, is under time charter to Shell New Zealand. The day-to-day technical operation of the tanker will be managed by PB Sea Tow, part of the Pacific Basin towage operation.

The tanker can hold the equivalent of 25,000 barrels of oil in eight cargo tanks. To replenish supplies, the vessel will call at a new purpose-built jetty under construction at the Marsden Point refinery.


The new Seafuels tanker arrives in Auckland

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